

Message Text

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40

ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 AID-20 CIAE-00 COME-00 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

LAB-06 SIL-01 OMB-01 RSR-01 /100 W
----- 126765

R 071400 Z MAY 73

FM USMISSION BERLIN

TO AMEMBASSY WARSAW PRIORITY

INFO SECSTATE WASHDC PRIORITY 1777

AMEMBASSY BONN PRIORITY

AMEMBASSY VIENNA

LIMITED OFFICIAL USE BERLIN 0793

E. O. 11652: N/ A

TAGS: ETRD, ESTC, PL, WB

SUBJECT: BIDS OF EPSTEIN COMPANIES AND BERLIN CONSULT FOR
CONSTRUCTION OF POLISH MEAT PLANTS

REF:

A. WARSAW 2112

B. STATE 85235

C. BERLIN A-58 FEB 2, 1970 (NOTAL)

1. SUMMARY: BERLIN SOURCES INSIST BERLIN CONSULT (BC) ENJOYS NO SPECIAL GOVERNMENT SUPPORT WHICH WOULD PRRMIT LOWER THAN COMMERCIAL INTEREST RATES. HOWEVER, ONE SOURCE ASSERTS BC USED LOW INTEREST RATE EUROMARKS FOR EARLIER PROJECT, THIS, HOWEVER, IS DENIED BY OTHERS. IN ANY EVENT, COMMERCIAL RATE FOR DOMESTIC MARKS WOULD BE MUCH HIGHER THAT THE 6 1/2 PERCENT BC IS ALLEGEDLY OFFERRING. IF 6 1/2 PERCENT STORY IS TRUE, PERHAPS EUROMARKS ARE BEING USED. EPSTEIN MIGHT WISH TO EXPLORE POSSIBILITY OF USING EUROMARKS. END SUMMARY.

2. BC WAS ESTABLISHED IN 1968 AT INITIATIVE BERLIN SENAT, WITH
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TWO OF FOUR BOARD MEMBERS OFFICIALS OF SENAT AND HALF OF MODEST CAPITALIZATION FROM SENAT FUNDS. PROJECT FINANCING IS OBTAINED FROM COMMERCIAL BANKS, THROUGH LEADERSHIP OF BERLINER BANK, IN WHICH SENAT HAS INTEREST, BUT WITH PARTICIPATION FROM OTHERS, INCLUDING CITY BANK OF NEW YORK, ONLY FOREIGN BANK IN WEST BERLIN. BC HAS CLAIMED OVER THE YEARS THIS BANKING CONSORTIUM PERMITS IT TO OFFER " MOST FAVORABLE BE BEST DONE IN NEW YORK WHERE THE EXPERTISE ON UN MATTERS WAS TO BE FOUND.

6. COMMENT: KOPELTSEV GAVE THE IMPRESSION OF HOPING THAT BERLIN- RELATED ISSUES WOULD SOMEHOW DECREASE IN IMPORTANCE, BOTH IN FRG- USSR BILATERAL RELATIONS AND IN THE UN ENTRY PROCESS. THIS MAY HAVE RESULTED FROM HIS HAVING HAD TO DEAL WITH THE PROBLEM AND NAUSEAM IN RECENT WEEKS. BUT IT MAY ALSO REFLECT A SOVIET REALIZATION THAT THE FRG IS VERY SERIOUS ABOUT PROTECTING ITS INTERESTS IN THE MATTER OF WEST BERLIN REPRESENTATION, AND THAT THE SOVIETS WILL BE IN FOR A REAL STRUGGLE, POSSIBLY INVOLVING THE THREE ALLIES AS WELL, IF THEY CONTINUE TO MAKE DIFFICULTIES IN THIS AREA.

HILLENBRAND

CONFIDENTIAL

NMAFVVZCZ

*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

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